Chemist & Druggist

Benn

DECEMBER 13 1975 THE NEWSWEEKLY FOR PHARMACY

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Society moves on Boots Co-op advertising

Guild seeks merger terms clarification

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Chemist & Druggist

The newsweekly for pharmacy

13 December 1975 Vol. 204 No. 4994

117th year of publication

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Contents

Comment ☐ Defining terms	795
Society moves on Boots and Co-op advertising	796
Oxygen problems discussed with BOC	797
£6 rise for employee pharmacists	797
Guild seeks clarification of merger terms	798
The Xrayser Column: Identification	800
Business picks up for Craigavon centre pharmacy	806
Ulster Chemists' Association: New president	806
Final communication from Counterbalance	807
Pharmacies in health centres and Council policy	808
Irish Pharmaceutical Society: Conferring ceremony	810
Presentation to James Coleman	810

Appointments 812	On TV Next Week 802
Company News 811	People 800
Deaths 800	Prescription Specialities 801
Letters 807	Trade News 802
Market News 812	Westminster Report 809
New Products 801	*Classified Advertisements* 813

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Comment

Defining terms

The disclosure this week (p798) that the Guild of Hospital Pharmacists is to seek clarification of its original merger terms with the Association of Scientific, Technical and Managerial Staffs serves as a timely warning for others now contemplating union membership to check that they explicitly understand all that is involved. Even where the terms to an agreement seem unambiguous to both parties, misunderstandings can arise because of different interpretations put on words by individuals. As Professor Joad used to say on the radio Brains Trust—"It all depends upon what you mean by . . . ."

The current misunderstanding between the Guild and ASTMS—which has taken two years to come to the fore—appears to stem from what is meant by "professional". According to the terms of the merger, the Guild was to have autonomy over professional matters. However, it now seems that there is a disagreement over which matters are "professional"—and thus the prerogative of the Guild—and which matters come within the function of the union.

A specific point at issue is the *Journal of Hospital Pharmacy* which is to be merged with the ASTMS publication *Medical World.* The union is not prepared to dispose of the title of the Journal, for publication by an outside body, so it cannot continue beyond this month. However, at an earlier meeting (*C&D,* October 4, p445), the Council report specifically stated that the title would be sold and the *JHP* continue as an independent publication, under the auspices of a company composed of hospital pharmacists and other interested bodies, for scientific and conference papers.

Guild Council, by all accounts, hopes to avert any conflict over the problem of interpretation of the merger terms, and so is meeting the union's senior officers—who were also personally involved in the original merger negotiations—to settle the matter.

In many ways it seems unbelievable that the merger went through without an agreed definition of "professional" and the respective areas of activity—such items should have been a prerequisite in even the most preliminary discussions. To find it necessary to give consideration to such matters at this stage indicates a regrettable situation about which other groups contemplating a similar merging of their interests should beware.

Christmas publishing arrangements

Subscribers and advertisers are advised that the issues for December 20 and December 27 will be combined and published on December 20. The following issue will be published on January 3, 1976.

Society moves on Boots and Co-op advertising

The Society is to discuss the use of restricted titles in advertising with the Co-operative Pharmacy Technical Panel and is to ask Boots Co Ltd to withdraw a recent television advertisement featuring their own brand medicines.

The Pharmaceutical Society's Council heard at the December meeting (see also p808), that the Co-operative Pharmacy Technical Panel had agreed to a meeting, that a motif was being discussed for identification purposes and that it would be related to the Co-operative's future advertising activities. The Ethics Committee considered the new motif, noting that Press handouts had intimated that restricted titles might be used in the same advertisement. The Committee decided that a letter should be sent to the panel repeating the Society's views on the use of restricted titles in advertising and, in particular, drawing attention to any advertising where restricted titles were used in conjunction with the new motif. Attention would also be drawn to remarks made by the chairman of the Statutory Committee when the decision was given in the "Care" case last year.

A letter is to be sent to Boots drawing attention to paragraph 11 of the Statement upon Matters of Professional Conduct and requesting the withdrawal of their recent television advertisement (*C&D*, November 22, p710). While the Ethics Committee understood that the advertisements had been undertaken by the Boots Company Ltd, which was the manufacturing company, they felt that the advertisement appeared to constitute advertising of medicinal products which were sold in Boots retail branches.

Co-op symbol in national Press

The first national Press advertising to feature he new symbol for Co-operative Pharmacies (*C&D*, November 22, p711) appeared last week. Promoting toiletry gift ideas for Christmas, the advertisement included a panel showing the symbol with its "Family care and beauty" copy line. The following text read: "Look for this new sign at Co-op Pharmacies. It means that you can get all kinds of family care items, beauty preparations and a lot more . . . you'll find a lot more value at Co-op Pharmacies where you see this sign."

Westons' Christmas television advertising

Westons Chemists are running a television campaign in conjunction with major suppliers of cosmetic, toiletry, photographic and electrical goods.

The campaign, which began this week and will continue until December 19, features products and special prices and has a "Christmas gift shop at Westons" theme.

There are 45 fifteen-second commercials appearing on ATV, Harlech and Thames/London Weekend television, which covers nearly two thirds of Westons' branches. A Press campaign running concurrently will feature full-page advertisements in large circulation local newspapers—*Bristol Evening Post, Birmingham Evening Mail* and the London *Evening Standard*.

The products mentioned include men's toiletries in the Old Spice, Brut, Morny, Yardley ranges; toiletries such as SR toothpaste, Sunsilk shampoo; Philips electric blankets, Braun hair dryers, Polaroid cameras and Westons own brand of household products. The Westons logo is shown with the words "at your local Westons branch."

Sales promotion the 'poor relation' of marketing

A survey by Harris International Marketing has confirmed that sales promotion is a "very poor relation in the marketing family".

Interviews with manufacturers, grocery retail chains and supermarket managers has shown that sales promotion is never the subject of any long-term planning, rarely of any interest to the senior management in companies, almost never pretested nor its results evaluated.

All groups felt that price reduction was the most successful method. Marketing executives criticised consumer competitions to a surprising extent considering the number of companies who were using this form of promotion.

Manufacturers felt that consumers were becoming sceptical about prices and thought price cuts were probably best undertaken by the retailer rather than by "3p off" flashes. Consumers were often ignorant about how the trade priced flash offer packs—6 per cent of housewives thought that when a pack in the store was price-marked the 3p had already been taken off, nearly a third believed that another 3p would be deducted at the check-out and a quarter "didn't know." The survey suggests that "bargain price" packs, representing a special price and the maximum the consumer would pay, would much reduce this confusion.

Executives at retailers' head offices felt that price cuts, to be effective, had to be a good steady shelf price with intermittent breaks of deep-cut promotions. Supermarket managers judged money-off coupons a close second to reduced price offers, with "extra quantity" and banded packs fairly successful, but all other techniques relatively unsuccessful. They believed flash packs were much more powerful than unmarked promotional price cuts, particularly when the flash offer was on display.

Wellcome antiques stolen from warehouse

A large number of antiques belonging to the Wellcome Trust were stolen from a storehouse in Ponders End, North London, recently.

The theft came to light last month when some antique mortars—recognisable as belonging to the collection—were offered for sale; the mortars were recovered and a man was later charged with receiving stolen property. The items were apparently removed from sealed crates at the storehouse, and the crates were then resealed.

Mr G. Wilson, secretary, Wellcome Institute for the History of Medicine, told *C&D* this week that there were about 450 portable items missing, mostly telescopes and scientific instruments. No drug jars were involved as far as he knew, and most of the stolen mortars had been recovered.

October sales up

Retail sales by chemists and photographic goods dealers during October advanced 17 per cent over the same period last year, according to the Department of Industry. That compares to an increase of 15 per cent for retailers generally, with the all chemists' index now at 177 (1971 = 100), and that for all kinds of business 182. Independent chemists' sales rose 13 per cent over the period, to a new index of 160. Figures for multiple and co-operative society chemists are not given, and the figures do not include NHS receipts.



Professor J. W. Fairbairn, department of pharmacognosy, School of Pharmacy, University of London, (right) receives the Harrison Memorial Medal from the Society's president, Mr J. P. Bannerman, last week. He gave a lecture on "Phyto-availability"

Discussion on oxygen problems



Mr Adam Roxburgh, FPS, Chief Administrative Pharmaceutical Officer, Greater Glasgow Health Board, with his wife, son and daughter when he received the OBE from the Queen last week

The question of communication and co-operation between British Oxygen Co depots and chemist contractors was discussed at a recent meeting on the oxygen therapy service. Participants at the meeting were representatives of the Department of Health, BOC, Central NHS (Chemist Contractors) Committee and the National Pharmaceutical Union.

Last month's meeting of the Central Contractors Committee was given a report of the discussions, during which BOC representatives explained the problems which had been encountered regarding the recovery of cylinders from contractors. It was agreed that such local difficulties could best be overcome by discussion at local level, and a note was to be included in *Action* referring to the need to return empty cylinders promptly to the company.

Scheme now with Department

It was reported that, in accordance with the decisions taken at the September meeting of the Committee, the scheme for improved remuneration of essential small pharmacies and the revised hours of service scheme had been submitted to the Department of Health. The Committee noted that the National Joint Committee on rural dispensing had met for the first time on November 13 under the chairmanship of Mr C. M. Clothier, QC, and that a second meeting had been arranged for December 31.

The opinion of the Central NHS Committee had been sought about a proposal made by a District Medical Committee that pharmacists be asked whether they would find it possible to include on the label of dispensed drugs a note of the quantity of the tablets in the container. The Committee considered that such an addition to the label could very well cause confusion in the patient's mind and felt that the "NP" information entered on the labels of dispensed medicines should continue to be as agreed between the British Medical Association and the Pharmaceutical Society.

The Committee considered a draft "model" agreement for the provision of accommodation in health centre premises for a pharmaceutical department where this was considered to be necessary. Following a discussion of the various implications in the agreement, the Committee decided that the draft model agreement, as it currently stood, could be accepted.

A report was received of the discussions currently taking place with the Department on the way in which the use of child-resistant containers would be reflected in the container allowance.

Doctor struck off for excessive prescribing

Dr Kenneth Deakin, aged 79, Atherton, Manchester, was found guilty by the General Medical Council's disciplinary committee last week of serious professional misconduct.

He was alleged to have issued prescriptions for drugs other than for *bona-fide* treatment and was ordered to be struck off the register. He has 28 days to appeal.

Mr Raymond Sears, QC, for the GMC, alleged that despite repeated warnings from doctors and pharmacists, Dr Deakin, whose nickname became "Dr Crippen", continued to prescribe drugs indiscriminately to whoever asked for them. By mid 1974 he was prescribing so many hypnotics and amphetamines that local pharmacists decided to keep a record.

Mr James Watts, QC, for Dr Deakin, who was not present, said that the doctor had been "grossly and unscrupulously exploited by the kind of person whom the police know well."

Sulphacetamide eye-drops: Society's statement

The Society's Council has issued the following statement on sulphacetamide eye drops:

"The British Pharmaceutical Codex Supplement 1976 contains a new monograph for sulphacetamide eye drops. Eye drops prepared in accordance with the monograph of the BPC 1973 (as modified by an amendment effective December 1, 1973) comply with the new monograph, but in addition stabilised drops sterilised by filtration and supplied in bottles fitted with a teat and dropper in the cap are recognised in the monograph. Although the date on which the Supplement as a whole comes into effect is June 1, 1976, the amended monograph on sulphacetamide eye drops becomes effective on December 1, 1975, and drops prepared according to the new monograph may be used as soon as supplies are available."

Bromocriptine described as possible fertility drug

The television programme "Tomorrow's World" last week described bromocriptine as a potentially useful new fertility drug.

Woman had become pregnant using bromocriptine when other fertility drugs had failed and the risk of multiple births was negligible. It was explained that such women were unable to conceive because they had high plasma levels of prolactin which inhibit ovulation. Bromocriptine stimulates dopamine which in turn inhibits this excess prolactin and allows ovulation to take place.

Sandoz Products Ltd, who are investigating the drug, have issued a statement saying it would be unwise to place too much importance on this particular use of bromocriptine as it may raise false hopes for infertile women. The treatment would be suitable only for those women with hyperprolactinaemia.

The clinical trial reports are being considered by the Committee on Safety of Medicines. A spokesman for Sandoz told *C&D* that although bromocriptine was also being evaluated in Parkinsonism and acromegaly, it would probably be marketed initially for the treatment of amenorrhoea and lactation suppression.

£6 rise for managers and dispensers

Agreement on new rates of pay for employee pharmacists and assistants was reached at a meeting of the Retail Pharmacy Joint Industrial Council on Monday.

A spokesman for the Union of Shop, Distributive and Allied Workers told *C&D* on Wednesday that the new scales, applying from January, will mean a £6 a week rise for pharmacy managers and dispensing assistants, £5·30 for shop assistants 21 and over and lesser rises for junior assistants. The spokesman added that the union's representatives on the Council had been reconstituted for the meeting, and they now comprised: Mr S. Williams, USDAW national officer as leader, together with two other USDAW officials, and the following pharmacists: H. Ainley, A. J. Charles, G. D. Ellman, H. G. Pithouse and M. G. Wood.

VAT prosecutions rise

Now that traders and the public have become generally familiar with VAT, the Treasury is introducing stricter enforcement measures.

Replying to comments by the House of Commons Public Accounts Committee on the administration of the Tax, the Treasury has pointed out that the number of prosecutions for failure to render returns rose from 60 in the last quarter of 1974 to 260 in each of the first two quarters of 1975. Currently, states the Treasury, cases are being heard at the rate of about 120 per month.

Guild seeks clarification of original merger terms

The Guild of Hospital Pharmacists is to ask the Association of Scientific, Technical and Managerial Staffs to clarify the terms of the merger between the two bodies—particularly those relating to the complete autonomy of the Guild in respect of professional matters.

At last month's Guild Council meeting, it was agreed that a delegation of four Council members would seek a meeting with the general secretary, Mr C. Jenkins, and the president, Mr L. Wells, of ASTMS to discuss the merger terms.

[It is understood there is an apparent difference about what is meant by "professional". The meeting with the ASTMS officials has been arranged for early in January—Editor]

I was reported that since ASTMS is not prepared to dispose of the title to the Journal of Hospital Pharmacy it cannot continue beyond the December 1975 issue.

A long discussion took place on a number of recommendations made to Council by the working party on the review of the managed services, as a result of the views of the membership expressed through district members. It was agreed that a further report for Council would be prepared by the working party, to be considered at the next Council meeting following which it would be hoped that a document, agreed by Council, could be commended to the membership.

Oral contraceptives

The views of Council on the prescribing and distribution of oral contraceptives are to be sent to the working group which is considering the matter. These emphasise the importance, in the interests of patient safety, of the maintenance of the system of controls which exists with the present arrangements for prescribing and distribution. They point out the dangers inherent in any delegation of prescribing to other disciplines and stress the overriding importance of medical supervision. Concern was expressed at the dangers which may arise from the practice of prescribing large quantities—up to 12 months supply—at one time and it is proposed that these be dispensed at monthly intervals in order that proper control can be exercised.

A further letter is to be sent to the Department of Health on the draft report of the Working Party on the Addition of Drugs to Intravenous Fluids, emphasising the particular problems which can arise from the complexity of intravenous feeding regimes, particularly for paediatric use, and the need for greater pharmaceutical involvement in that area of therapy. It was recognised that this could only be satisfactorily carried out when a full 24 hour service was in operation and the staffing implications of such a service could not be ignored. Where pharmaceutical resources were insufficient to give such a service, there would be the need to train doctors and nurses in the necessary pharmaceutical techniques.

The invitation from the Glasgow and West of Scotland group to arrange the 1976 One Day Conference at the Walton Conference Centre, Southern General Hopital, Glasgow was accepted. The programme was agreed, and young authors and others who wished to participate were asked to note that it will be held on May 15, 1976. Further details from Miss M. Dinwoodie through the Guild's office.

Council decided that the Guild can no longer proceed with the scheme to supply drug information cards to hospitals.

Unified future for Co-op pharmacy?

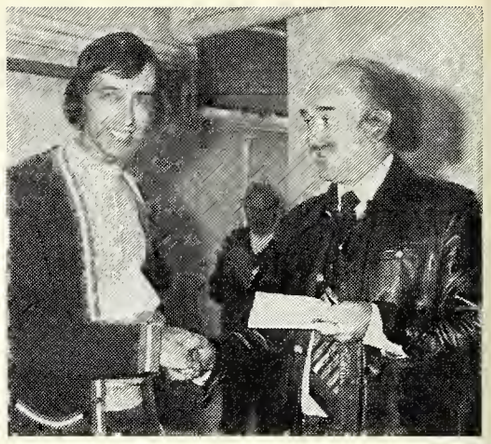
Co-operative pharmacy trading is hampered, in comparison with its multiple competitors, by its "fragmented" organisational structure, writes Mr D. Davison, chief executive officer and superintendent pharmacist of National Co-operative Chemists Ltd, in an article in *Co-operative News*. The article, part of a three-page "pharmacy trade survey", says that the result is "a lack of unified procurement, marketing, advertising, merchandising and training and development functions which are necessary to maximise the Co-operative movement's penetration into the pharmacy market." Pharmacist management recruitment is also hampered, in particular because only a few societies can offer positions involving multiple-branch management.

However, Mr Davison records that considerable progress has been made towards unifying the marketing efforts through the pharmacy technical panel and Press advertising of special promotions. "We consider that the acceptance by many Co-operative superintendent chemists of the need for such unification points the way for the ultimate unified structure of Co-operative pharmacy operation." There are over 500 Co-operative pharmacies, making a group potential second only to Boots.

Call for more pharmacies

Bristol Community Health Council is pressing the area health authority to improve the pharmaceutical services in Avon.

A spokesman told *C&D* that a shortage of pharmacies had arisen particularly in rural areas and on new housing estates. The CHC is hoping that the area health authority will take the matter up with the Department of Health and copies of their requests are being sent to local MPs.



Mr Alan Knapton (left) has won the annual Barclay & Sons driving competition. He works from the Bertram Griffiths depot at Cardiff and has been with the company for four years. Presenting the awards is Mr Ralph Weston, chairman of the group.

News in brief

☐ The Pharmaceutical Society of South Australia has established a special committee to provide retail pharmacists with a critical assessment of new over-the-counter products.

☐ The World Health Organisation has recently published "Selected bibliography on detection of dependence-producing drugs in body fluids". Available through HM Stationery Office.

☐ An association dedicated to the welfare and benefit of kidney patients throughout the British Isles has been set up recently. The British Kidney Patients Association, whose address is Bordon, Hants, has Mrs Elizabeth Ward, JP, as its president.

☐ Winners of a George, Orridge and Co training competition for stocktakers were first Mr J. E. C. Hall (London), second Mr Ian W. Blue (Glasgow), third Mr P. J. West (Sutton Coldfield). The competition involved study of a set book on topics related to the work of a stocktaker and a written examination and was conducted by Mr E. A. Jensen, consultant.

☐ The Retail Trading-Standards Association has published a 20-page booklet setting out retailers' legal responsibilities in relation to customers and goods. It also deals wth suppliers and other traders, employees and public authorities—as well as the penalties the retailer can incur. Copies of the booklet, "Honest, Fair and Legal", are available from RT-SA, 360 Oxford Street, London W1N 0BT, price £0·75 (£0·60 to members).

☐ The Therapeutic Substances (Supply of Antibiotics and Chemotherapeutic Substances for Agricultural Purposes) Amendment Regulations 1975, published last week (HM Stationery Office, SI No 1906, £0·12), extend the permitted sale or supply without prescription of animal feedingstuffs containing virginiamycin to calves and increase the maximum proportion of virginiamycin permitted in pig feedingstuff sold or supplied without prescription.

'The NPU is actively assisting in the fight against inflation.'

"I am only too well aware of the problems that inflation is causing me and my fellow independent retail pharmacists.

The decline in the number of pharmacies which has resulted from economic pressures is only one example of the effect these pressures are having.

Every day we are all experiencing the endless problems caused by rising prices, the increased cost of stock replacement and the difficulties of maintaining cash flow.

The NPU by continually looking at ways of helping members increase their efficiency, is actively assisting in the fight against inflation.

Its initiative in setting up Numark, the first retail pharmacist sponsored voluntary trading organisation in the world, is well known.

A major feature of the Group is its low-cost distribution system–a scheme that has been widely copied because of its effect in lowering costs and increasing efficiency.

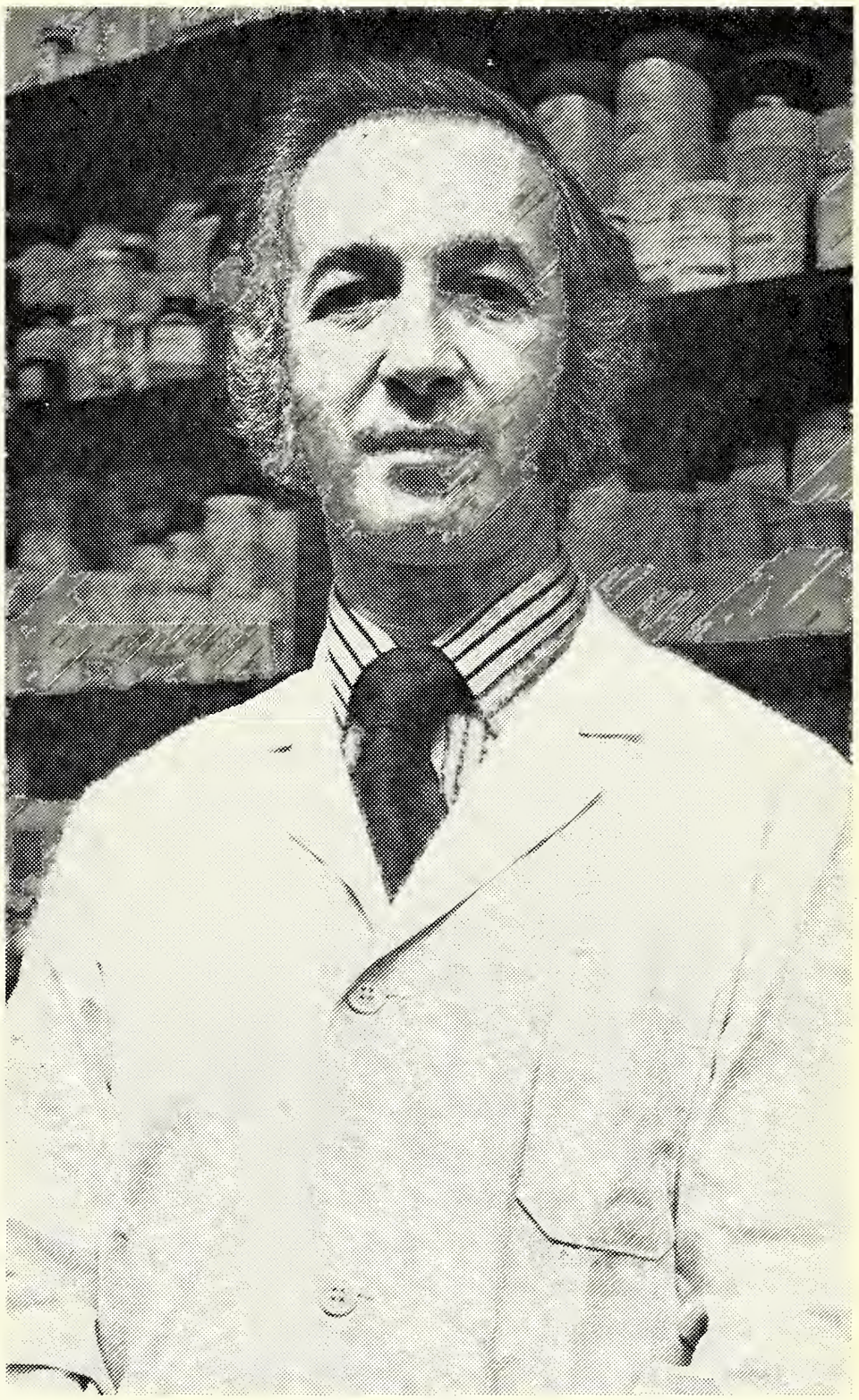
The many other services we provide for pharmacies throughout the UK are also designed to help members contain their costs and to remain viable in this increasingly competitive world.

I am happy to lend my support and that of the NPU to the Government's fight against inflation.

The fight must be won."



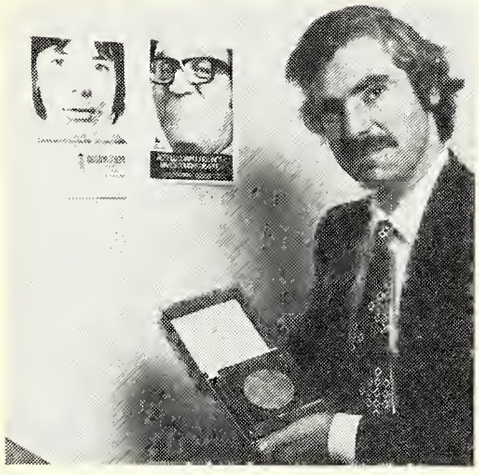
David Sharpe, Chairman,
National Pharmaceutical Union.



Inflation. We can beat it together

ISSUED BY H.M. GOVERNMENT.

People



Mr David Oldfield, senior copywriter for the Wellcome Medical Division, has been awarded the Robens Medal for the best all-round performance in the Communications, Advertising and Marketing Foundation (CAM) examination. The medal was presented to Mr Oldfield by Lord Robens at a special luncheon at The Portman Hotel, London, last month. Wellcome say the award coincided with the results of a market research survey into advertising effectiveness in which general practitioners were asked to state which advertisements from the medical Press they found most memorable. First and third places in the survey were both taken by the advertisements on which Mr Oldfield had worked; the advertisements were for Cicatrin and Actified compound linctus.

Mr J. Godfrey Le Quesne, QC, began a five-year term as chairman of the Monopolies and Mergers Commission last week. He succeeds Sir Ashton Roskill, QC, who retired on November 30 after being a member of the Commission for 15 years and chairman for the past 10 years.

Dr J. H. M. Winters, president, International Pharmaceutical Federation, retired as president of the Dutch Pharmaceutical Society recently after holding that office for nine years. Upon his retirement, Dr Winters—who was made an honorary Fellow of the Pharmaceutical Society of Ireland during the FIP Dublin Congress in September—was conferred with the Companionship of the Order of the Netherlands Lion.

Mr Peter F. Nelson, MPS, lecturer in pharmacognosy and forensic science at the School of Pharmacy, University of Strathclyde, has been appointed to the new post of director of continuing education at the university. In his new post, Mr Nelson will co-ordinate present and future work in all aspects of continuing education within the university, including the promotion of courses to official bodies, such as the Strathclyde Regional Council, and large employers in the region. He is particularly interested in the provision of in-service training, and refresher and updating courses for the professions, and he hopes to find ways for potential students in remote communities to participate.

Topical reflections

BY XRAYSER

Shaving

Your recent feature on the £30m shaving market was very informative, even if the picture of 19 million men shaving every morning for perhaps forty years seemed to offer unrivalled opportunities for those time and motion experts who themselves remain motionless and have time to attend and stare. And they would not to themselves be true if they did not wear beards.

Shaving habits have altered greatly during my lifetime. I recall clearly the frustration of waiting for a hair-cut, (three old pence) while the barber's boy lathered the chin of a customer and the barber himself stropped an open razor preparatory to removing a week's stubble for the sum of twopence. I think it is true that the safety-razor was given a great impetus by the circumstances of the first World War and it seems, in retrospect, that there was then a shortage of blades, for I was sent from time to time to a cutler who resharpened blades for sixpence a dozen.

For myself, I was introduced to the world of shaving through the agency of the "safety" razor, with results which caused me to question the accuracy of the description. I have never become a convert to the combine-harvester type of machine, nor did I seem to possess the kind of face which suited what are described as "systems", bonded or otherwise.

It may be supposed that I am one of the recorded 90 per cent of wet shavers who, it is reported, "do not shave correctly." If so, it seems unlikely that I shall correct the error of my ways now. But times have changed since I heard a man boast that he shaved regularly once a week whether he needed to or not.

Cinnamon

On a visit to the grocer the other day—and, by the way, he does not slip easily into the category of "High Street" or "corner shop", and he is not super or hypo in any way—I was surprised to see a small jar containing a few quills of cinnamon. Not that I have the slightest objection to his selling cinnamon, for he is a grocer and spicer, and it is the kind of establishment which appears to go out of its way to satisfy most demands. It has, in addition, a pleasing aroma which sets it apart from some of its aseptic cellophane brothers.

Nevertheless, I have to confess that I have never seen such spindly and undersized cinnamon sticks, and I wondered if my wholesale supplier still had remote connections with Ceylon. Inquiry disclosed that it had not, so I am left with memories of "closely rolled quills each about nine millimetres in diameter"—they were described metrically in the BP of 1914, that volume on which I cut my pharmaceutical teeth. (It still bears the marks.)

It was also stated that cinnamon had a fragrant odour and a taste which was warm, sweet and aromatic. There was romance in the very description, and aesthetic pleasure in reducing it to No 20 powder to add to the cardamon, caraway and cochineal in the making of compound tincture of cardamon. But, as the Bard said, our revels now are ended, and these are such stuff as dreams are made on. Let us now return to our dibromopropamidine isethionate.

Mr Allen Aldington has been re-elected chairman of the Royal Society of Health's pharmaceutical group. Vice-chairman is Miss Joyce Parker and secretary Mr A. G. M. Madge. Other members of the committee are Mr D. J. Price, Miss M. Wallis, Miss T. V. Reynolds, Mrs E. C. Baxter and Professor Cook.

Deaths

Cowin: On December 5, Mr Robert Stanley Cowin, MPS, 28a Ashby Road, Burton-on-Trent. Mr Cowin, who qualified in 1943, was manager of the Littleover, Derby, branch of Balmford Chemists Ltd for 14 years. He is survived by a widow and three daughters.

Mackie: On November 30, Mr William Nicholas Mackie, 2 Manelian, Upper Largo, Fife. A retired pharmacist who qualified in 1921, Mr Mackie was in his 80th year.

Robertson: On December 4, Mr Archibald Robertson, JP, MPS, 10 Windmill Road, Hamilton, Lanarks. Mr Robertson, who qualified in 1920, was honorary Sheriff substitute, and formerly Provost of Hamilton.

New products

Oral hygiene

For plaque removal

In the New Year, Addis Ltd are to launch the Wisdom plaque master multi-tuft toothbrush (£0·30). The launch will be supported by a national advertising and public relations campaign. For point of sale, the attractive counter dispenser illustrated is available (Addis Ltd, Brushworks, Hertford).

British-made plaque toothbrush

The Dentex, a new British-made toothbrush for removing dental plaque, is being launched by G. B. Kent & Son in January after two years' research. The makers say the development is a direct result of the growing public awareness of plaque and its significance as a major contributor to dental decay and disorder.

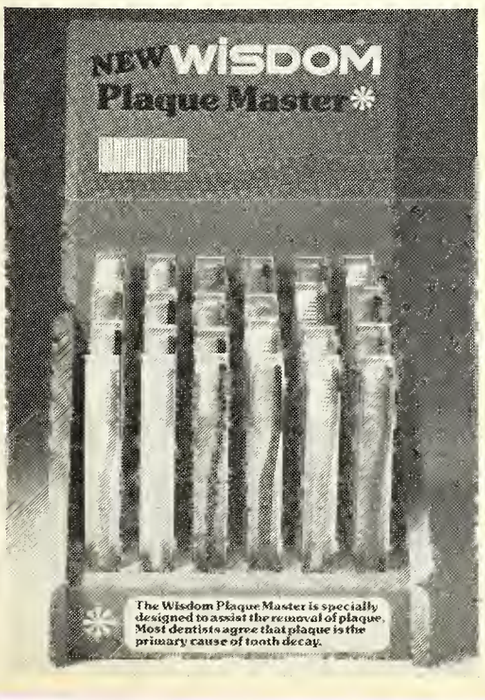
Dentex (£0·32) is a flat trim, multi-tufted toothbrush with round-tipped filaments, designed to ensure that users can clean around and between teeth and gently massage gums without fear of abrading or cutting. It is available in caramel, blue, yellow, red, black and purple.

The new toothbrush fits Kent's normal display stands and special stickers are being made available to highlight it. Kent's toothbrush merchandising plans have been amended to include the Dentex prominently from January 1 (G. B. Kent & Sons, Ltd, 24 Old Bond Street, London W1X 4AB).

Cosmetics and toiletries

'One note' fragrances

Essential oils have been selling well as an economic alternative to conventional perfumes in boutiques and gift shops, according to Toomix Ltd. Now the company is





extending this concept into chemists and multiple stores by introducing a range of twenty different essential oil and synthetic "one note" fragrances under the new brand of Govinda.

To promote sale into the trade, the company has produced a high quality permanent counter display featuring two rows of fragrance testers along the front panel. Requiring less than 1 sq ft of counter space the unit contains 140 8cc bottles of oil and is manufactured in mahogany with acrylic panels. To prevent pilferage, bottle sales are dispensed from behind the unit—which is supplied free with an order for 140 bottles of Govinda oil—seven each of 20 fragrances (Cost £46·20 plus VAT; retail £0·70).

Toomix say they plan to expand the Govinda range to include bath oils, shampoo, scented talc and soap (Toomix Ltd, 67 Alderbrook Road, London, SW12).

Prescription specialities

NUELIN and NUELIN paediatric tablets

Manufacturer Riker Laboratories, Morley Street, Loughborough, Leics LE11 1EP
Description White, circular, biconvex tablets containing theophylline 125mg or 50mg (paediatric) in microcrystalline form with high dissolution rate
Indications Relief of bronchospasm
Dosage *Adults*: Severe attack, 375mg six hourly. Maintenance, 375mg initially then 125mg six hourly. *Children, 2 to 6 years*: Severe attack, 50-100mg. Maintenance, 25-50mg six hourly. *7 to 12 years*: Severe attack, 100-200mg. Maintenance, 50-100mg six hourly
Side effects Nausea or other gastric distress may occur rarely. Palpitations and insomnia have been reported occasionally
Packs 100 tablets—125mg (£2·50 trade) and 50mg (£2)
Issued December 1975

JUVENA
of Switzerland

offers you

★ Extra Profit
★ Exclusivity
★ Quality Products
★ Competitive Prices

Juvena are one of the leading Beauty Houses in Europe with a reputation for Swiss-quality in Skin-care, Make-up and Fragrance products—at competitive prices!

We are strongly represented in Department Stores in this country but early in 1976 want to selectively extend the distribution of our products into leading Chemists who either believe the stocking of Beauty preparations can be profitable, or have yet to be convinced.

We have one of the best reputations in the Industry for fair and reasonable trading as well as for the quality of our products.

Please complete the coupon below in order to give us a chance of showing you our range and our way of doing business.

Thank you.

To: L. A. Durrant (General Manager)
Juvena (Great Britain) Ltd.,
27 Albemarle Street, London W1X 3FA.
Tel: 01-493 6212.

NAME .....

COMPANY .....

ADDRESS .....

.....

.....

Trade News

Volidan 21 and Serial 28 discontinued

Duncan, Flockhart and Co Ltd, Birkbeck Street, London E2 6LA, have decided to discontinue oral contraceptives containing megestrol acetate because of new evidence that continuous administration of the compound to beagle bitches for seven years is associated with an increased incidence of breast tumours. The progestational challenge to which these animals were exposed was many times greater than any involved in the use of oral contraceptives containing megestrol acetate. No breast nodules or tumours have occurred in female rhesus monkeys after six years' treatment with megestrol acetate.

The company says that these findings were immediately reported to the Committee on Safety of Medicines which agreed that it is difficult to assess the ultimate relevance of these findings to women, but they had no evidence to suggest that oral contraceptives containing megestrol acetate were less safe than others. The company's decision is therefore "a purely precautionary measure." General practitioners have been informed.

The CSM has suggested that women taking these preparations need not stop using packs in their possession. They should then be advised by their doctor or clinic about changing to another contraceptive. "It is unnecessary and unwise to interrupt the present monthly cycle of treatment."

It is suggested that if a pharmacist receives a prescription for Volidan 21 or Serial 28 the patient should be advised to contact her doctor or clinic to seek an alternative product. If such action would leave the patient without any supplies for her current monthly cycle then she could be supplied with a one month pack and advised to obtain an alternative prescription before her next cycle. The company is arranging for pharmacists to return stocks of Volidan 21 or Serial 28 to their usual wholesaler for credit.

Mynah 300 code change

The code number for Mynah tablets 300, made by Lederle Laboratories, division of Cyanamid of Great Britain Ltd, Fareham Road, Gosport, PO Box 7, Hants PO13 0AS, will be changed from 5135 to 5137, as from batch 133.

Rotersept spray distribution

Fair Laboratories Ltd, 179 Heath Road, Twickenham, Middlesex TW1 3QT, say that Rotersept spray, previously only available direct, is to be made available through wholesalers. The company also plan more extensive advertising.

Synacthen Depot 2mg/2ml

CIBA Laboratories, Horsham, West Sussex RH12 4AB, have found that a small number of the batches of Synacthen Depot vials 2mg/2ml despatched since October 1974 are below the specified strength. Synacthen Depot ampoules 1mg/1ml and Synacthen ampoules 0·25mg are not affected.

Within the next month, pharmacists should return vials with the following batch numbers, to their usual wholesaler, together with the company's recall card bearing the pharmacist's name and address: 78376, 78477, 78578, 78679, 78780, 78881, 78982, 79073, 79174, 79275, 79376, 652760. The batch number is impressed on the lid of the carton and printed on the side of the vial label, beside the letter "B" in a circle.

Loestrin 20 clinic pack

Parke, Davis & Co, Usk Road, Pontypool, Gwent NP4 8YH, have introduced Loestrin 20 clinic pack (50x21, £16·50 trade), available only to hospitals and family planning clinics.

The price of reformulated Cosylan (November 29, p747) is 125ml £0.28½ trade and not as stated.

Angiers has child-resistant closure

Bristol-Myers Co Ltd, Langley, Slough SI3 6EB, are introducing a new pack size of 24 Angiers junior aspirin with a child-resistant closure (£0·18). The tablets are also still available in strip packs of 16s (£0·10). All are orange flavoured but in the new 24s pack the tablets are white.

The new bottle is plastic and the child-resistant cap is manufactured by the company in the USA. Approved by the Food and Drug Administration, the cap has to be rotated to exactly the right point—an arrow on the cap facing an opening in the lip—so it can be levered off with the thumb. After use the cap is replaced with the arrow rotated away from the opening.

Four Le Galion promotions

Le Galion are running a series of promotions during the first four months of 1976, centred around a dispenser unit holding five testers and 20 2-oz Cologne sprays in their five most popular fragrances. Retailers are provided with four different promotional themes: January 1-23, "Spring will be a little early this year . . ."; January 24-February 14, "February 14—Le Galion day"; February 15-March 28. "March 28—mum's the word"; March 29 to April 16, "This Easter, go to work on Le Galion".



All four promotions will be supported with full-page advertisements in *Harpers/Queen* and there are "as seen in *Harpers*" showcards for window or counter display.

The 2-oz sprays are to sell at £1·75 (£0·50 below the boxed item). Cost to the retailer is £100 for 105 sprays. Details from Le Galion Perfumes Ltd, Marval House, 291 Cambridge Heath Road, London E2.

New Year offers

Eight "beauty bargains" are being offered for sale from January, for as long as stocks last, by Max Factor Ltd, 16 Old Bond Street, London W1. They are: Free Shadow Play with tube of Pure Moisture fluid make-up; Creme Puff plus California mascara for £0.70; liquid eye shadow in bottle with brush £0·40; whipped creme nail colour £0·30 (saving £0·23); eye make-up remover pads 120 for £0·79; Max Factor deodorants flashed "20p off"; talc at £0·35 (against £0·48); combined Cologne spray and talc packs (£0·99) in Country Matters and Wild Musk floral fragrances. Offers are in specified shades, etc; details from the company.

Max Factor are also making available special large packs at reduced prices in the Swedish Formula range.

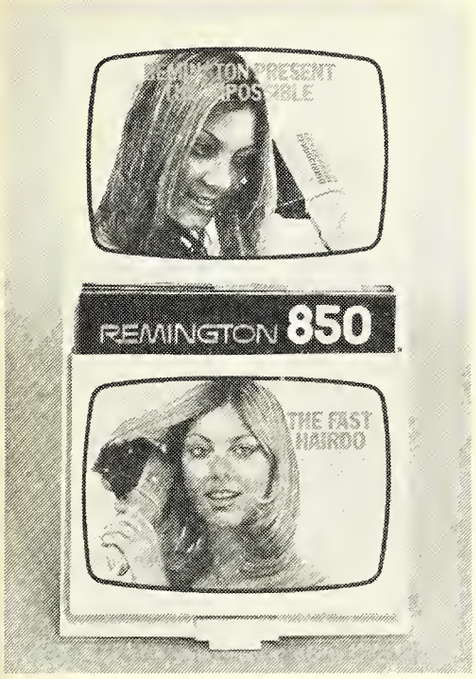
Leaflet dispenser for dryer styler

A new dispenser for leaflets on the Remington 850 super dryer styler can be used as a free-standing counter display, with the Remington "wobbler", or as a self-adhering sales aid on any flat surface. It shows a model transforming a mass of

on TV next week

Ln—London; M—Midlands; Lc—Lancashire; Y—Yorkshire; Sc—Scotland; WW—Wales and West; So—South; NE—North-east; A—Anglia U—Ulster; We—Westward; B—Border; G—Grampian; E—Eireann; CI—Channel Islands

Aqua Manda: Ln, M, Lc
Atrixo: All areas
Blue Stratos: Ln, So, A
Braun Quick Curl styling wand and HLD 50 hairstyling set: All areas
Braun Synchron Plus shaver: All areas
Casablanca: All areas
Censored: All except U, CI
Charlie: Ln
Coty fragrances: All except E, CI
Denim: M
Hai Karate: All except CI
Intimate: Ln
Old Spice: All areas
Philishave: All except E
Philips Home Trim: M, Lc, Y, NE
Polaroid Colour Swinger and Super Swinger cameras: All areas
Remington shavers: All areas
Rennies: All except U
Sparklets: All areas
Sparklets Beertap: Lc
Stowaway: All areas
Three Wishes soap: Ln, M, Sc, We, B, G
Yardley Sven: All areas



tangled, wet hair into a sophisticated hair style, tying in with Remington's current television advertising with the theme "Remington present the impossible—the fast hairdo".

Leaflets depicting the versatility of the 850 as the "latest and most original of Remington's hair care aids for all the family" are available from Sperry Remington Consumer Products, Apex Tower, 7 High Street, New Malden, Surrey

Complan Press campaign

Glaxo-Farley Foods Ltd, Plymouth, Devon, are to advertise Complan food drink in daily and Sunday newspapers and in women's magazines. An eight-month campaign will have a "sickness and health" theme.

Winter advertising

International Laboratories Ltd, Lincoln Windmill Road, Sunbury-on-Thames, Middlesex, announce that this winter Mucron will be advertised more heavily than ever in the national Press. Do-Do, claimed to be brand leader, will also be receiving more national Press advertising support.

Sales up on last year

Sales of Tom Caxton were 70 per cent up in the first six months of 1975 compared with the same period last year, say Reckitt & Colman food division, Carrow, Norwich NOR 75A. The home brew beer kit market is expected to be worth £5m in 1975, a growth of 20 per cent over 1974.

Exports of Tom Caxton home brew kits in the first nine months of 1975 include 24,000 pints to Denmark, 6,100 pints to Iceland and 4,800 pints to Canada. A spokesman for the makers comments: "It's clearly a case of the colder the climate, the warmer the liking for our beer."

Kodak 10-film pack

A special 10-cassette professional pack of 35mm Tri-X films (20 exposure £6·45, 36 exposure £8·25) has been announced by Kodak Ltd, PO Box 66, Kodak House, Station Road, Hemel Hempstead, Herts. The packs consist of two yellow cartons each accommodating a tray containing five cassettes of 20 or 36 exposure film with all the films bearing the same batch number. The two cartons are bound together with a transparent plastic wrapper. The pack has been produced to aid the professional photographer.

Minimum parcel

Bristol Laboratories, Langley, Slough SL3 6EB, have raised from £30 to £50 the minimum parcel ordered through wholesalers which qualifies for an extra 5 per cent discount. They say this is necessary because of the considerable price increases over the past few months.

Cream Silk reformulated

Cream Silk hair conditioner has been reformulated in three variants—balsam and protein, for dry and damaged hair; astringent lemon and protein, for greasy hair; and pH balancer and protein, for normal and flyaway hair. Elida Gibbs Ltd, PO box 1DY, Portman Square, London W1A 1DY, say the change is backed by £200,000 support over four months involving television, magazine advertising and sampling, plus "trial price" promotional packs. Prices of the three sizes (sachet, standard and large) are unchanged.

Valderma explains skin care

A poster setting out a simple skin care routine is being carried in the December issue of *Home Economics*. Devised and produced by Reckitt and Colman pharmaceutical division, Hull, it explains the causes of spots and what young people can do about them. The importance of diet, sleep, hair cleanliness, exercise and fresh air, washing and the use of an antiseptic cream are emphasised. The poster (20x40in), which shows the role of Valderma in skin care, is available to retailers from Reckitt and Colman pharmaceutical dision.

Sven on television

Yardley of London Ltd, 33 Old Bond Street, London W1X 4AP, are currently spending over £100,000 on a pre-Christmas television campaign for their new men's fragrance, Sven. It is on all channels and takes the form of a 30-second "adventurous" commercial shot against the fjords and pine forests of Norway.

Bonus offers

Jackel & Co Ltd, Kitty Brewster Estate, Blyth, Northumberland. Aqua Velva aftershave Christmas pack. Six invoiced as five.

Display unit for Aqua Velva pre-wet shave, aftershave and aerosol shaving foam with bonus of four pre-wet shave, plus price reduction on foam to allow £0·39 retail.

Thistle Products, 24 Beswick Street, Manchester M4 7HS. 24 free Chicco soother and cover with 12 Disney hot water bottles, also with 12 five-piece toilet sets containing brush, comb, soap case, powder bowl and teether.

Christmas holiday closings

From close of business, Tuesday, December 23, to start of business, Monday, January 5 (except as stated)

Approved Prescription Services Ltd, PO Box 15, Whitcliffe Road, Cleckheaton. West Yorkshire BD19 3BZ.

Dendron Ltd, 94 Rickmansworth Road, Watford, Herts WD1 7JJ.

Eli Lilly & Co Ltd, Kingsclere Road, Basingstoke, Hants RG21 2XA. (Open to 12.30 pm December 24; staff available for orders December 29-31 and January 2, 8.30 am-16.45 pm.)

Kabi Vitrum Ltd, Bilton House, Uxbridge Road, London W5 2TH. (Open to 1 pm December 24; emergency staff available for urgent orders for Kabikinase and Vitrum solutions for intravenous injection.)

Paines & Byrne Ltd, 177 Bilton Road, Perivale, Greenford, Middlesex UB6 7HG. (Urgent orders 9 am to noon, December 24 and 29-31.)

Parke-Davis & Co, Usk Road, Pontypool, Gwent, and distribution centre, Carfin Industrial Estate, Motherwell, Lanarkshire. (Open to noon, December 24; urgent orders and inquiries Pontypool only December 29-31 and January 2.)*

M.C.P. Pharmaceuticals Ltd, Grange Road, Houstoun Industrial Estate, Livingston, West Lothian, Scotland. (Open to noon, December 24; staff available for urgent orders 9 am-noon, December 30.)

Sandoz Products Ltd, Wander Pharmaceuticals, Calverley Lane, Horsforth, Leeds. (Open to 4 pm December 24.)

Wellcome Foundation Ltd, Temple Hill, Dartford, Kent DA1 5AH. (Open to noon, December 24.)*

Wilcox Laboratories Ltd, Castleham Road, St Leonards-on-Sea, East Sussex TN38 9NH. (All orders for December delivery to be received before December 15.)

From close of business, Friday, December 19 to start of business Monday, December 29. Also closed January 1 (except as stated).

Armour Pharmaceutical Co Ltd, Hampden Park, Eastbourne, Sussex BN22 9AG.*

Earex Products Ltd, 3 Miles Buildings, Bath BA1 2QS.

Merck, Sharp & Dohme Ltd, Hertford Road, Hoddesdon, Herts EN11 9BU. (Emergency staff, limited despatch December 22-24; emergency staff, no despatch January 2.)*

Pharmax Ltd, Bourne Road, Bexley, Kent DA5 1NX. (Stocktaking January 2-3; orders may be delayed for two weeks after Christmas holiday.)

William Ransom & Sons Ltd, Hitchin, Herts.

Other arrangements

CIBA Laboratories, Horsham, West Sussex RH12 4AB. Closed 1 pm December 24 to 9am December 29 and on January 1.

Imperial Chemical Industries Ltd, pharmaceuticals division, Alderley House, Alderley Park, Macclesfield, Cheshire SK10 4TF. Closed 1 pm December 24 to start of business December 29; also closed January 1-3.

Thomas Kerfoot & Co Ltd, Vale of Bardsley, Ashton-under-Lyne, Lancs OL7 9RR. Closed 4 pm December 23, reopen January 5. (Orders received after December 18 cannot be despatched until January 5).

* Emergency supplies from John Bell & Croyden, 50 Wigmore Street, London W1 (telephone 01-935 5555).

Could we have picke
to start adver



a better time of year sing Slender?

When we introduced Slender to your customers in 1975, we followed the usual pattern and began our campaign in the Spring.

We were so successful that we've decided to extend the Slimming Season in 1976.

We're starting to advertise Slender in January, after the Christmas blow-out.

We're bombarding the box with five new commercials featuring Margi Campi, the lady who cleared your shelves of Slender this year.

(Margi also appears in new point-of-sale material for you to put on display).

And we'll be running large colour ads in 'Slimming' magazine to tell serious slimmers how to educate their stomachs.

All you have to do is stock up a couple of months earlier.

And we can virtually guarantee a prosperous New Year.



Health centre pharmacy's growing business

Northern Pharmacies Ltd—the company running a health centre pharmacy at Craigavon, Northern Ireland—made sufficient profit in the year ended March 31, 1975 to repay £1,800 to the Pharmaceutical Society of Northern Ireland and still leave a net profit of £659.

That was stated at the company's sixth annual meeting last month by its chairman Mr J. K. McGregor. The company's report, presented at the meeting, showed that counter sales had jumped from £7,955 in 1973/74 to £14,456 in 1974/75, health service remuneration was up from £17,272 to £27,792, and turnover had risen from £26,494 to £44,397. The total number of prescriptions during the year was 32,846 (22,435 forms) up from 25,066 (16,883 forms) in 1973/74. The accumulated deficiency was reduced to £617.

The figures reflect the growth in population of the new town, which is now estimated to total 9,000-10,000 people. A third doctor had also begun to practice from the health centre recently.

For the coming year, the report states that if the number of prescriptions continues to rise, it may be necessary before March 1976 to appoint another pharmacist to the staff—which currently comprises the company's superintendent pharmacist Mr J. Speers, two lady assistants, one postgraduate student and two part-time counter assistants. Increases in salaries, rents and general running expenses would absorb most of the additional profit arising from an increase in turnover, and it was thus anticipated that the net profit for the current year would not vary greatly from that of the past year.

£60,000 turnover?

Mr McGregor told the meeting that turnover for 1975/76 was likely to be around £60,000. He added that it was hoped to employ another pharmacist at the end of January 1976 when the postgraduate student would be leaving.

Mr Speers said a population increase in Craigavon of 1,500 a year for the next two years was forecast. Many patients were not on the list of any of the health centre doctors but experience had shown that once they felt integrated into the community they would change to the doctors near at hand. He thought the number of prescriptions dispensed at the pharmacy exceeded the number issued by the centre doctors.

Attention was drawn to a request for an extension of the service provided at the pharmacy. At present the premises were closed on Wednesday and Saturday afternoons and on Sundays. However, a service would be provided for a few hours late on Wednesday afternoons, and when the second pharmacist was appointed the service sought could be provided.

During the meeting the three retiring directors—Professor P. F. D'Arcy, Mr J. Kerr and Mr J. J. Knox—were reappointed, as were the company's solicitors and accountants. It was agreed that a payment of £500 be made to the Pharmaceutical Society in respect of the year ending March 31, 1976, for secretarial and other facilities. The directors were given authority at the end of the present financial year to accept the advice of the accountants about making grants within the company's authority, and were also empowered to investigate the possibility of establishing a trust fund for the purposes of furthering the objectives of the company.

Craigavon health centre pharmacy turnover:

Year	Counter sales (percentage turnover)	Prescription items dispensed	Average no. of items per form	Prescription charges	NHS remuneration (percentage turnover)	Total turnover
1969-70	£1,127 (21)	9,318	1·42	£301	£3,857 (79)	£5,285
1970-71	£1,758 (21)	11,316	1·40	£394	£6,203 (79)	£8,355
1971-72	£3,075 (24)	15,172	1·40	£724	£8,789 (76)	£12,588
1972-73	£4,875 (25)	20,184	1·46	£1,021	£13,275 (75)	£19,171
1973-74	£7,955 (30)	25,066	1·48	£1,267	£17,272 (70)	£26,494
1974-75	£14,456 (33)	32,846	1·46	£2,149	£27,792 (67)	£44,397

Mr Dillon is new UCA president

Mr R. G. Dillon is the new president of the Ulster Chemists Association, and Mr I. D. McKee, vice-president.

At the Association's president's dinner last week, held at the Woodlands Hotel, Lisburn, Mr McKee, proposing a toast to Mr Dillon, said he was managing director of a sizeable company in Northern Ireland which came second only to the Co-operative Society in number of retail outlets; if his method of planned application to business matters was a criterion then the UCA should benefit very considerably from Mr Dillion's year of office. He was known as a "quiet man", but when he did speak his contribution was always a considered opinion and he was seldom proved to be wrong.

Mr Dillon paid tribute to the work of the Executive Committee during the past year, with special reference to the outgoing president Mr D. Corbett, to whom he presented his past president's badge. Mrs C. B. A. Watson, immediate past president of the Pharmaceutical Society of Northern Ireland, proposed the toast to the guests, and this was responded to by Mr M. B. McGrody, chairman, Central Services Agency, and Mr R. G. Worby, a member of the National Pharmaceutical Union Executive.

Mr McGrady, an accountant, said he felt somewhat out of place among a gathering of pharmacists, but since the health service reorganisation he had become much more acquainted with the profession, which he saluted for what he called the wonderful job they were doing in a most effective but unobtrusive manner. Mr Worby, on only his second visit to Northern Ireland, thanked the president for the hospitality and commented favourably on the "virility" of the UCA.

Doctor's striking off

The Pharmaceutical Society of Northern Ireland is pointing out to members that the Disciplinary Committee of the General Medical Council, on November 27, determined that the name of Dr Harvey Forrester Jackson, of 6 Crescent Gardens, Belfast BT7 1NS, should be erased from the Register and that, for the protection of members of the public, his registration should be suspended forthwith. In the absence of an appeal by Dr Jackson his name will be erased from the Register on December 29, 1975. Dr Jackson's authority to possess, prescribe, administer, manufacture, compound and supply and to authorise the administration and supply of any Controlled Drug specified in Schedule 2 to the Misuse of Drugs Act 1971 was withdrawn from October 7.

NI Fair Employment Bill

A Bill to outlaw discrimination on grounds of religious belief or political opinion in employment and occupations in Ulster was read in the Lords for the second time last week. The Bill—the Fair Employment (Northern Ireland) Bill—was presented by Lord Donaldson who explained it would also establish an agency with the duties of promoting equality of opportunity in employment and occupations in the Province between people of different religions.

EEC consumers protection

Pharmaceuticals and household appliances are on the EEC's priority list of articles for which consumers need protection of health and safety, and misleading advertising is one area where action is envisaged to protect the consumers economic interest, according to the eleventh report of the Select Committee of the House of Lords on the European Communities. (HM Stationery Office (£0·95). The Committee recently discussed the EEC Consultative Document R/1270/74 which sets out objectives on consumer information and protection. It was noted that the actions proposed are broadly in accordance with successive British Governments' policies and legislative protection was already given to consumers in many areas where Community activity is proposed.

Letters

'Battle of the giants'

It is of interest to read the article by Mr Carr, chairman of NAGPEP (December 6, p772) and in the same issue (p768) the news that USDAW and ASTMS are to clash over general practice pharmacists. Of particular interest to general practice employee pharmacists is the report that ASTMS are "only interested in contractor pharmacists" and not in employees, described as a "distraction" in the USDAW statement.

Employee pharmacists appear to be caught in the battle between these two giant unions, which cannot be good for them. Perhaps, as Mr Walker implies in his letter, the Pharmaceutical Society is the best recourse to general practice employee pharmacists, in which case NAGPEP must be the association of choice in its efforts to attain professional representation by encouraging a membership group of the Society.

J. E. Edwards
Virginia Water
Surrey

Pharmacists' 'spice'

My innate cynicism was much stimulated by reading your issue of December 6. What a "spicy" lot we are. We started of with "GINGER" groups. Now we have "NAG PEPPERS", "RED PEPPERS" and "GREEN PEPPERS" in our range.

The sleeping beauty (USDAW) awakes on the eve of the annual Joint Industrial Council ritual and Mr Worby, whilst proclaiming his valour, gives no doubt well-meant advice on clambering over, or tunnelling under, brick walls. (Other contributors demonstrate their physical ability to charge brick walls with thin heads, with no effect on either object.) The Pharmaceutical Society maintains a solemn silence throughout. Sir—"by their deeds shall ye know them".

Examine the track-records of the various bodies on offer and ask which one is most likely to progress our ambitions.

E. D. Hurt
"Old Spice"
Leamington Spa

Stimulating views

Now that the dust is settling, following the arrival of ASTMS on the general practice pharmacy scene, it is encouraging to note that the formation of the ASTMS general practice pharmacy section has stimulated such original and forthcoming views on the present state of pharmacy.

Apart from the expected outbursts which are expected from certain individuals, we have noticed a serious and progressive viewpoint from certain members of the profession whom we are now endeavouring to contact. We would also like to hear from all other pharmacists who have not yet had the opportunity to make their views known, but who feel that they have something positive to contribute towards the advancement of the section and of general practice pharmacy.

We are particularly interested to note the level-headed and realistic attitude by pharmacists towards the union, recognising that the union's interest lies in the recruitment of pharmacists to increase their general membership, in return for which they are now offering the facilities which we as a profession have required for so long, and which we will require increasingly in the future. Now that it is established the union reiterates that it has no wish to antagonise any individual or group of pharmacists, but rather wishes to provide a meeting place where varying opinions may be discussed. We, and any other members of the steering committee will be pleased to hear from you.

S. Blum, M. Leaman
General practice pharmacy section,
ASTMS
10 Jamestown Road
London NW1

Final comments from Counterbalance

Counterbalance will shortly be sending all its members an agenda for a general meeting to be held in the near future. The evident lack of support, and hence financial backing, has meant the termination of our work.

Having endeavoured from the very beginning to ensure that all our comments and criticisms were unbiased and constructive, I should like a final opportunity to pass comment on a few of the topics that have filled your columns recently.

1. Mr Worby's evident distress over my remarks at the Wiltshire conference. The full quote from my text is as follows, and the relevant remark was made when referring to Mr Worby's explanation of the interprofessional disagreement that precludes a national planned distribution, vital to the future of our profession, ie the muscle power of the multiples.

"Mr Worby went on to explain this intra-professional disagreement to the Lincolnshire Area Chemist Contractors Committee in what I can only term the most profound statement to emanate from an elected leader of our profession for many a year. A statement that Mr Worby must be congratulated for having the courage to make . . .

"For Mr Worby to advocate that the minimum of planning to be in the public interest is I submit the coward's way out and unbelievable for a man of his calibre. I feel sure he is in fact echoing the sentiments of the establishment in conceding defeat. An establishment may I remind you that we as contractors have elected, and financed and trusted to look after *our* best interests."

In essence, then, my point was that as the "Department was insisting on overall planning or nothing" to quote Mr Worby, he and his colleagues on the Central NHS (Chemist Contractors) Committee had accepted compromise rather than confrontation within that committee and hence failed in their duty to the contractors they had been elected to represent.

2. It has been said that Counterbalance in its death throes seems to be clutching at ASTMS for support—a remark that is in my opinion unjustified and totally uncalled for.

Our legally constituted articles and memorandum clearly show that Counterbalance was conceived to support our existing negotiating machinery, to act as an unbiased monitor on the results of those negotiations, and on the affairs and developments in the sphere of pharmacy generally.

In some respects we have achieved part of our mission. In the last nine months we have drawn attention to many of the anomalies within the profession and recently helped elucidate the role ASTMS could play should the majority decide that it would be in their best interests to do so. Little did we think that the attitude of being studiously ignored by the Central Contractors Committee would stimulate others to bring ASTMS onto the scene.

It is important to point out that ASTMS has been brought into the picture not by Counterbalance, but by some in the profession, frustrated by our failure to get the establishment to accept the validity of our comments, and worried enough by the grim outlook of the future of the profession to seek help from an external source devoid of intra professional wrangling and with an excellent negotiation record on behalf of its members.

3. The voice of Counterbalance is now silent. To have failed is no sin and I hope we have accepted our failure with grace and dignity. Counterbalance will not take up any more space in these columns on an issue that could be construed as supporting or promoting one side or the other. As individuals we have made our choice, it is up to the profession now to make theirs.

It is only right that these columns be available for others to air their views and comments, but I am a little apprehensive of the validity of the arguments that might be promoted by our duly elected representatives who have built up a career in pharmaceutical politics, and whose judgment on ASTMS could well be coloured by a loss of face or prestige they might suffer should the consensus of opinion put that career in jeopardy.

We as individuals *must* make the decisive move that is to be in the best interests of our profession as a whole, ourselves as individual contractors, our families and their standard of living. As a 37-year-old pharmacist with a family to support and hopefully another 20 years or more to practise my chosen profession, I pray to God we make the right choice.

John Williams
Chairman, Counterbalance
St Albans
Herts

The general meeting is expected to be held in January 1976 but no date or venue has yet been decided—Editor.

Professional News

Pharmaceutical Society of Great Britain

Pharmacies in health centres not always Council policy

It is not the Society's Council policy that there should always be a pharmaceutical service in a health centre. That reply was given in answer to a question from Mr G. W. Walker at the December meeting of Council.

The Council document "Pharmacies in health centres" (1971) states that when a scheme to build a health centre is first mooted there should be discussions between the local pharmaceutical and medical committees, consultation with the Society and then discussions between representatives of the local pharmaceutical committee and all the proprietors of pharmacies who would be affected "with a view to deciding upon a distribution of pharmacies in the area which will, as far as is reasonably practicable, meet the needs of the public for the dispensing of prescriptions issued at the health centre, the dispensing of prescriptions likely to be issued elsewhere in the area and the provision of a comprehensive pharmaceutical service to residents in the area."

The document goes on to say that a pharmaceutical service may be necessary in a health centre if the existing service is inadequate or if the proposed health centre might alter the pattern of prescribing and dispensing so as to make the pharmaceutical service inadequate. "The assessment of local conditions and the decision as to whether or not a health centre pharmacy is necessary should be made by the local pharmaceutical committee in consultation with the affected contractors".

Evesham developments

Developments regarding the Evesham health centre, where dispensaries were to be provided for doctors who did not currently dispense for their patients, were reported to the Practice Committee. The Committee heard that a meeting was being arranged locally between the doctors and pharmacists concerned, and it was decided that no action should be taken pending its outcome.

Following complaints about lack of pharmaceutical services in the Lambeth, Southwark and Lewisham areas of London, representatives of the Society and Central NHS Committee attended a meeting with the area health authority on November 7. A local Member of Parliament had raised the question with Dr David Owen, Minister for Health, who had replied that pharmacists could not be compelled to provide a service, that each pharmacy had to be viable and that there was no restriction on the right to open a pharmacy should a pharmacist wish to do so. The Minister pointed out that the distance any patient in the area had to travel to the nearest pharmacy was, at worst, a little over half a mile and that a free bus service was provided for certain sections of the community. In his opinion, existing dispensing facilities were reasonable.

The meeting proposed that the AHA joint consultative committee should advise the setting up of a working party which would consider the problem in detail. Suggestions put forward for aiding those members of the public who were experiencing inconvenience included the possibility of collection and delivery schemes and the provision of rent subsidised premises which might encourage a pharmacy to open or prevent an existing pharmacy from closing.

Rural dispensing meeting

The Practice Committee received a report of the first meeting of the National Joint Committee on Rural Dispensing held November 13. The meeting had largely concerned itself with the machinery for holding meetings. A document presenting pharmacy's case is being submitted to the secretary of the Joint Committee for circulation to all members.

The Practice Committee heard that a letter had been received from the clerk of Fleckney parish council expressing concern that although a pharmacist was prepared to open a pharmacy in the village he was unable to do so because of the rural "standstill". The parish council is to be informed of the functioning of the standstill and asked the pharmacist's name so that he can be advised to present his case to the local joint committee for consideration.

The Society is to make inquiries about the progress of the West Midlands County Council Private Bill which seeks powers to supply pharmaceutical and cosmetic products. The New Legislation Committee was also told that provisions were in hand to introduce a Local Government (Miscellaneous) Provisions Bill, details of which were not yet known. The Committee felt that such proposed incursion of municipal authorities into the general practice of pharmacy should be opposed on the ground that existing pharmaceutical services would be affected to the detriment of the public.

Liability for defective products

The comments of the Society on the Law Commission's working paper on liability for defective products were requested by the Department of Health. In a letter to the Department, the Society says that the paper's suggestion that no system of strict liability should be introduced, but that changes should be made in the present rules concerning the burden of proof, "appear to offer some improvement without a major upheaval in the law". It favours also the suggestion that ". . . the manufacturer of a defective product should be deemed to be liable for failing to exercise reasonable care unless he were to prove that the defect arose after it had left his control or that it arose whilst within his control but without lack of reasonable care on his part".

The Society points out that it has already expressed agreement with the Royal Commission on Civil Liability and Compensation for Personal Injury that a person suffering a personal injury should be able to obtain compensation from some system of comprehensive insurance in those cases where a claim in tort is not available to him. With regard to liability for damage to property, to the product itself or for pure economic loss, the Society says that those are all insurable risks and, in the absence of a valid claim in tort or contract, the loss should lie where it falls. It agrees with the provisional view expressed in the working paper that if additional remedies are found to be necessary to protect the consumer they should be provided by statutory means rather than by altering the established rules of the law of contract.

The Society says that if a pharmacist, manufacturer or distributor can show that he has complied with the terms of any licences granted to him and/or any other relevant provisions of the Medicines Act 1968, that should be sufficient to rebut any presumption of failure on his part to take care.

A letter is to be sent to Standard Telephone Cables Ltd concerning its communication system "telenote", which enables written information to be transmitted by a telephone and be reproduced instantly as handwriting at the other end. Although the Ethics Committee felt that there was no ethical objection to the scheme being used in the hospital environment, it would have strong ethical objections if any demand for the system arose in general practice pharmacy which led to its use for transmission of prescriptions.

A Council statement is to be prepared on the topic of signs now being used by pharmacists, and the increased use of trestle boards and dumper bin displays on pharmacy forecourts (other decisions on advertising are reported on p796).

Clinical trial prescriptions scheme

The Society is to inform West Point Marketing Ltd that it cannot support the company's suggested "clinical trial prescriptions" scheme and that it disapproves of any sales promotion of medicinal products by means of samples. The company had suggested a scheme intended to reduce the amount of clinical samples left with doctors whereby they would provide "clinical vouchers" which, when completed by the doctor, would act as prescriptions. The pharmacist dispensing the "prescription" would submit it to the company at the end of the month for payment.

Views of the British Medical Association and the Association of the British Pharmaceutical Industry had not yet been received. However, the Department of Health had informed the company that the supply of medicine by such "prescriptions" to a National Health Service patient would be outside the terms of service. The Practice Committee also heard that the return of "prescriptions" to the company for payment would not be lawful if

the drugs supplied were Schedule 4 preparations.

The proposed constitution of the Society's Hospital Pharmacists Group was approved; the group will be formally established on January 1, 1976.

The following venues were approved for future British Pharmaceutical Conferences: 1978—Coventry and Warwickshire; 1979—Exeter; 1980—Newcastle upon Tyne; and 1981—Brighton.

In preparation for the branch representatives' meeting in 1976, each branch submitting a motion is to be asked to send a representative to a meeting on January 15, 1976, at which the wording of the motion will be discussed.

The Harrison Memorial Medal for 1976 is to be awarded to Professor P. H. Elworthy.

An evening meeting on "Contact lenses and contact lens solutions" is to be held on January 14, 1976, at 17 Bloomsbury Square.

The Registrar of Trade Marks had said that a manufacturer was seeking to register the name "Trimsulf" for veterinary medical and pharmaceutical preparations. In 1971 that name was considered by the Council for use as a non-proprietary name for combined trimethoprim and sulphamethoxazole preparations. As the Society no longer issued non-proprietary names for veterinary products, it was decided, with regret, that there was no ground for opposing the manufacturer's intention, and that no action should be taken by the Council.

From January 1, 1976, the charge to guests at Birdsgrove House will be £10·50 a week.

Devolution proposals

Introducing a debate on the subject of the Government's White Paper "Our changing democracy—Devolution to Scotland and Wales" the secretary and registrar, Mr D. Lewis, said that the Society had anticipated devolution to Scotland by the fact that it had a Scottish Executive. It seemed likely that some such body would have to be set up for Wales. However, the Scottish Assembly could legislate to form its own pharmaceutical society and maintain its own register of pharmacists.

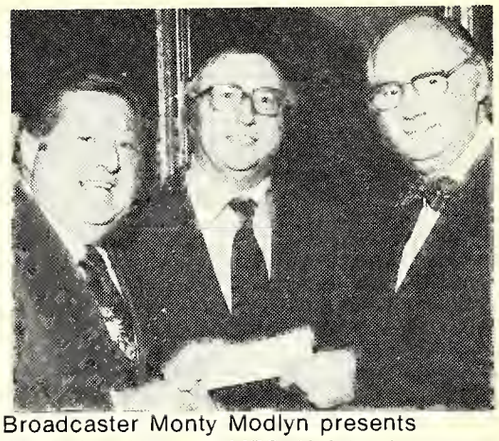
The president added that the Scottish Executive was being consulted by the Government. There was no necessity for it to consult the Council if it did not wish to do so; it could make a change or retain the *status quo*. Mr Lewis pointed out that the problem in Wales would cause greater difficulty. The Scottish Executive was part of the Society and byelaws governing its affairs had been made under the authority of the Charter. The Executive could be given power to deal with matters devolved to Scotland.

Mr J. P. Kerr said that devolution was coming and in the light of that they had to deal with the aspirations of the pharmacists who would be affected. They might hope to influence their thinking, but in the changing situation this depended very much on dialogue between the Scottish Department and themselves. The Council should adopt a tolerant attitude.

Mrs J. Gilbert said that as a Council they should not polarise responsibility between England, Scotland and Wales. It would be disastrous for the profession completely to separate. Mr M. Gordon asked if devolution would be forced upon the Scottish Executive. The President replied that it could be forced only by an Act in the Scottish Assembly. Mr A. Howells expressed himself as quite happy for the Organisation Committee to deal with this subject. He supported all that had been said by Mr Kerr.

Mr H. Steinman asked, if the Scottish Department elected to sever the connection with the Society, had it a right to do so? The president thought that if that were promoted through the Scottish Assembly, it could happen. Mr J. Balmford disagreed because of the provision about education.

Mr Lewis said that the Scottish Assembly could legislate and could possibly form a separate society. However he did not want anyone to think that as a first step Scotland would want complete severance.



Broadcaster Monty Modlyn presents Mr Arthur Morgan, MPS, Halstead, Essex (right), winner of the Polaroid Jamaica window display competition, with two tickets for holidays in Jamaica. Also present is Don Snape, Polaroid sunglass marketing manager. The panel of judges included *C&D* editor.

Westminster report

Regulations on cosmetics safety next year?

The Government intends to have regulations relating to the safety of cosmetic products prepared as soon as the proposed EEC Directive is adopted.

That was announced in the Commons by Mr Alan Williams, Minister of State for Prices and Consumer Protection, in reply to a question by Mrs Joyce Butler. He added: "The Draft Directive requires the presence of certain ingredients to be indicated on the label, and we have recently proposed that the list of these should be extended. I hope that the Directive will be adopted early in 1976."

CHCs to meet

The majority of community health councils is in favour of setting up a national body, Mrs Barbara Castle, Secretary of State for Social Services stated in the Commons last week. The steering committee looking into the setting up of such a body has recommended and Mrs Castle accepted, that a meeting of all councils be held in the autumn of 1976 and that the committee should continue its work with a view to forming a national body.

Price restraint discussions

Mrs Shirley Williams, Secretary of State for Prices and Consumer Protection, has emphasised that the proposed voluntary price restraint scheme was intended to cover "most fields of consumer spending".

Replying to Commons questions, she said discussions were proceeding with the Confederation of British Industry, the Retail Consortium and individual trade associations. "I believe that the negotiations will succeed, because industry and commerce recognise how vital success is, in the battle against inflation, and the need to concentrate the initial benefits of declining costs on important items in the family budget." Mrs Williams confirmed that selection of the items to be covered by the scheme depended on the outcome of the negotiations with industry.

Answering Mrs Sally Oppenheim, Shadow Minister for Prices and Consumer Protection, Mrs Williams denied that every item within the price restraint scheme would depend on cross-subsidisation. "Certainly some will, but it is not the case that all will," she said.

Mrs Williams also reaffirmed that it was not her intention to make fundamental changes in the Price Code controls before the end of the current phase of the counter-inflation policy, next July. "Certain technical amendments will be necessary to ensure that investment relief is available between April and July 1976 and to back up the price restraint scheme."

Drugs and alcohol warning

Mr Robert McCrindle asked whether the Secretary of State for Social Services has had discussions with the British Medical Association on the need for doctors to advise people taking drugs not to consume alcohol.

Dr David Owen, Minister of State for Health, replied that she had not. It was for the individual doctor to advise each patient in the light of all the relevant facts; established interactions were referred to in the appropriate literature and should be well known to doctors.

☐ Interim reports indicate that the majority of health authorities have introduced the international system (SI) of units into medicine by December 1, Dr Owen announced in a written Commons answer last week. Answering another question, he turned down a request for "naudicelle sunflower oil tablets" to be prescribed on the NHS for multiple sclerosis patients.

Fluorocarbon aerosols

Mrs Joyce Butler asked the Secretary of State for the Environment to initiate discussions with aerosol manufacturers "with a view to agreeing a programme for switching from the use of acrosols to less potentially environmentally hazardous containers." Mr Denis Howell. Minister of State, replied that the British Aerosol Manufacturers Association was co-operating with the Government's current appraisal of the fluorocarbon situation, and the case for further action would be considered in the light of the appraisal.

Conferring Ceremony

Irish Society to maintain close contact with industry

The Council of the Pharmaceutical Society of Ireland intends to maintain close contact with the Irish pharmaceutical industry to ensure their needs are fully taken into account in the Society's educational plans.

That was stated by Dr W. E. Boles, the Society's president, at the Society's Conferring Ceremony last week. He said that the EEC Directive on free movement of medicinal products, approved earlier this year, specified in considerable detail the basic academic qualifications which had to be possessed by the "responsible person" in the industry; the proposed four-year degree course would enable graduates to automatically comply with such standards. The Society had been discussing the new course with the Department of Health, and was reasonably satisfied with the progress so far. The Minister for Health, Mr Brendan Corish, announced his approval of the four-year course at the Society's Centenary Congress (*C&D*, October 25, p588).

The quality of the course, Dr Boles continued, has important economic implications. The EEC Directive could pose serious problems for the Irish industry unless it could be assured of a steady flow of competent qualified people as defined in the Directive. The industry had developed from a small base in a relatively short time to become a major economic factor in the country, with exports last year of £70m—a "tremendous effort" for which the country as a whole was indebted in a time of balance of payments difficulties. Thus the Society intended to maintain close contact with the industry on educational plans.

Plans for health teams

Dr Boles noted the Eastern Health Board was formulating plans to create community health care teams and it envisaged participation by pharmacists in such activities. Plans were being made by the Society and Irish Pharmaceutical Union to provide for maximum involvement by pharmacists in the new concept of public health. Dr Boles also paid tribute to the Higher Education Authority for its constructive reaction to the Society's plans for improving accommodation at the College; the first sods on the site were expected to be turned in the near future. Further extensions to the building might have to be considered later, he added.

Dr Boles introduced Mr M. J. Cahill, the Society's new registrar, who had taken over from Mr J. Coleman; Mr Coleman had served the Society well for 30 years and they were fortunate for Mr Cahill to follow in his footsteps. Replying, Mr Cahill took the opportunity of stressing the work the president and officers had done on the organisation of the recent FIP Congress and how they had helped in improving the image of Irish pharmacy.

BSc (Pharm) degrees and Licence certificates were conferred on the following:

Honours:
Donnellan, Martin Francis, 258 Sathill, Galway (in absentia); Green, Laura, 14 Templeville Park, Templeogue, Dublin 6; McGreal, Thomas Stephen, Blessington Pharmacy, Blessington, co Wicklow.

Pass:
Boles, John Alexander, Phoenix Hill, Islandbridge, Dublin 8; Byrne, Christopher Patrick, 51 Windmill Park, Crumlin, Dublin 12; Connolly, Elizabeth, Wygram, Davitt Road, Wexford; Crowley, Bridget Mary, Market Road, Killorglin, co Kerry; Cunningham, Stephen Norman, 5 Beech Drive, Dundrum, Dublin 14.

Daly, Mary Christine, St Anne's, Ballinrobe, co Mayo; Higgins, Stella Mary, 10 Circular Road, Sligo; Hooper, Nuala Mary, 29 Foxfield Road, Raheny, Dublin 5; Kennealy, Vincent, 8 St Leger Place, Tramore, co Waterford; Kiely, Marie Patricia, Ballycrine, Roscrea, co Tipperary.

Leonard, Catherine Mary, 63 Ballymun Avenue, Dublin 11; McLoughlin, John Mary Theobald, Bridge Street, Ballina, co Mayo; Murtagh, Deirdre Catherine, 79 Foster Avenue, Blackrock, co Dublin; O'Farrell, David Anthony, 67 Ard na Mara, Malahide, co Dublin; Purcell, Mary Josephine, Monmore, Emly, co Tipperary; McCarthy, Cahil Martin, 27 Blackheath Park, Clontarf, Dublin 3.

(*In absentia*): Brownen, Francis Luke, 17 Dollymount Avenue, Clontarf, Dublin 3; Buttimore, Hilary, C. D., Xanadu, 19 New Grange Road, Blackrock, co Dublin; Freeman, John Declan, Coolaghmore, Windgap, Kilkenny; Sweeney, Patrick, 14 Cabra Road, Phibsboro, Dublin 7.

Prizes

The P. C. Cahill Memorial Prize, donated by P. C. Cahill & Co for first place in the degree examination, was won by Mr J. F. Doran, "St Anthony's", Carrigans, Lifford, co Donegal. Mr M. L. Cashman, a director of the company and Council member of the Society, presented the prize in lieu of Mr J. Hegarty, Cahill's managing director, who was abroad on business. Mr Doran also won the Antigen prize for first place in pharmaceutics during the degree finals. Mr S. Cunninghams, who won the Antigen Prize in 1971, was formally presented with it as he was in Africa at the time of the 1971 ceremony.

Retirement presentation to James Coleman

The Council of the Pharmaceutical Society of Ireland presented Mr James Coleman, the recently retired registrar, with a copy of the Book of Kells during the Society's Benevolent Fund dance last week. Making the presentation, the president, Dr W. E. Boles, said that Mr Coleman had been a regular attender at the Council meetings since 1947, some sixteen presidents had come and gone and during that time all Council members had become increasingly aware of the services he had given to pharmacy.

It was estimated that he had signed the licence certificates of some 1,700 pharmacists; everybody present knew him, but what was even more important, was that he knew them and their wives and friends. Commandant James O'Farrell, on behalf of the Irish Pharmaceutical Union, associated himself with everything that Dr Boles had said concerning Mr Coleman, and he also wanted to say a word of encouragement to the new registrar, Mr M. J. Cahill, who had also been so helpful to pharmacists. Replying, Mr Coleman said it was a remarkable and sad occasion for him, he was delighted with "this most original gift"; pharmacists were "a wonderful crowd" and he was taking with him memories of many friendships.

Earlier in the evening, Dr Boles had welcomed the president of the Pharmaceutical Society of Northern Ireland, Mr T. Eakin, and Mrs Eakin, Mr A. Wright, editor, *C&D* and Mrs Wright.

Mr J. Coleman



More science at FIP 1976 Congress

The scientific contents of next year's International Pharmaceutical Federation Congress and General Assembly in Poland is to be expanded, it was decided recently. Not only will the scientific aspects of the symposia and the activities of the sections be increased, but there will also be opportunities for the presentation of research communications.

The Congress is to be held in Warsaw September 5-12, and the theme of the main symposium is "Integration of pharmaceutical sciences and professional activities." Further details may be obtained from the Secretariat Organising Committee, FIP Congress 1976, 00238 Warsaw, ul Dluga 16, Poland.

Company News

Glaxo looks to US expansion

Glaxo Holdings Ltd is considering setting up its own distributing and manufacturing facilities in the US, according to A. E. Bide, the company's chairman.

Speaking after the annual meeting, he said Glaxo currently relies on US companies to market its pharmaceutical products exported from the UK and the company initially had to have a distribution capability, to be augmented as appropriate by manufacturing. Aquisition would be the ideal way to enter the US on a larger scale and Glaxo has already had talks with US companies.

The US currently accounts for a relatively small proportion of Glaxo's turnover although it represents a third of the total world pharmaceutical market. Turnover for the Americas was £25·2m in the year to June 30 compared with total turnover of £317·8m more. Mr Bide said Glaxo must continue to look overseas for most of its expansion since the UK is an area of limited growth; around 88 per cent of group business is already overseas. Apart from the US Glaxo is currently placing emphasis on expanding its business in Europe and Japan, he added.

S&N profits barely ahead in first nine months

Pretax profits for Smith & Nephew group in the first nine months were barely ahead of last year's total of £8·5m. Sales in the period were £9·5m up, at £90·8m, on last year (£81·3m).

The group's cosmetics business apears to have had a bad time, with the exception of the Mary Quant range. Overall, the cosmetics' share of total turnover fell from around 20 per cent to about 15 per cent, and there were write-offs of some £2·5m in respect of overstocking and bad debts. Toiletries' profits were however up by about 12 per cent, and overseas interests have generally done well.

Disappointing year for Nicholas International

Nicholas International Ltd have had "disappointing" results in the year up to June 30, according to the company's chairman, Mr M. A. Nicholas.

Writing in the company's annual report, Mr Nicholas says that despite increased sales, profit was down substantially on that recorded last year, largely a reflection of adverse economic conditions everywhere. Net profit after tax, but before extraordinary items, fell 46 per cent to $A2·268m ($A4·197m in 1974). Sales at $A94·774m ($A84·837m) include about $A7·5m due to a favourable adjustment in international exchange rates.

Mr Nicholas adds that a fundamental decision was taken during the year to change the emphasis of research away from new drug candidates in the prescription area, and the UK research laboratories were closed. The company decided to concentrate on home medication, toiletries and other consumer product areas.

In his report on the group's activities, Mr L. G. Cuming, president, states that UK profits fell sharply—despite increased sales—due to loss of margin. Trade downstocking, particularly of Rennie and Radox, significantly affected sales but both brands increased their market shares and sales were starting to reflect that. Product rationalisation included the disposal of Lifeguard and the Fields range of products, and the company had concluded a licence agreement with Schieffelin of America for the exclusive right to manufacture and sell Alimay cosmetics in the UK and certain European markets. During the year the company's factory in Ireland was closed down and sold, the UK now supplying that market. Although the outlook for the UK economy remains uncertain, Nicholas say they are confident of achieving a profit recovery this year.

Willow Francis returns to profitability

The future of Willow Francis Ltd is assured, the company's chairman, Mr A. J. Cornforth, told shareholders at the annual meeting last week.

Mr Cornforth said the improvement in the company's fortunes, indicated in the annual report, had continued in the present year. Profitability had been restored—the company had made a pre-tax loss of £47,861 last year (*C&D*, October 25, p594) —and the company hoped to return to the dividend list with an interim payment for the half year ended December 31. "Whilst we must continue to be vigilant in these times of high inflation, particularly with regard to the control of cash flow, I am satisfied that our future is assured."

Rochas management changes

Mr Tony Gibbon, managing director of Rochas Perfumes Ltd in the United Kingdom, is leaving the company to take up the newly created position of *Chargé de Mission* with the parent company, Parfums Rochas, in Paris on January 1, 1976. He will be responsible for the overall international development of new business areas, as well as establishing company policy in less well-developed markets.

Due to Mr Gibbon's departure, a new management structure for Rochas Perfumes Ltd has been arranged with Ian Anderson as general manager with overall control of the UK market. Michael Oliver is the marketing manager, and Angus Macdonald sales manager.

Michael Oliver joins the company from Max Factor Ltd where he was responsible for all aspects of marketing for that company's fragrance business.

Polaroid settle

Polaroid Corporation in the USA has announced that last month it settled litigation pending with Bell & Howell Co over equipment designed by Bell & Howell for an instant motion picture system developed by Polaroid. The settlement includes purchasing from Bell & Howell certain inventories, tools and other items for the instant motion picture programme. Polaroid also stated they were in the final stages of negotiating an agreement for the manufacture, by the Austrian company Eumig, of equipment for an instant motion picture system.

Dr E. Land, Polaroid's founder, demonstrated a prototype of such a system at the company's shareholders meeting last year, but it is not known what stage of development has been reached so far.

Bayer's sales and income show sharp decline

Bayer AG experienced a sharp decline in both sales and income during the first nine months of 1975 compared with the same period of the exceptionally good year of 1974. Such a decline has not occurred since 1952.

The Board of Management's Report published recently shows that sales of Bayer AG during the first nine months of this year amounted to DM 5,892m (DM 7,367m in the same period of 1974), a drop of 20 per cent. Export sales declined more strongly than domestic business—by 23·7 per cent compared to 14·2 per cent. Exports' share of total sales decreased to 58·6 per cent (61·4 per cent) and income before taxes declined by 59·5 per cent to DM 303m (DM 748m).

After the low level of sales in July and August, the month of September brought some revival and this continued into October and November, justifying optimism about the immediate future.

For Bayer World, which includes the Agfa Gevaert Group, sales dropped by 10 per cent to DM 13,037m (DM 14,484 m). Income before taxes as at September 30 amounted to DM 357m (DM 1,227m) —a fall of 70·9 per cent (up 32·4 per cent).

Briefly

Falkirk and District Cooperative Society is to close down its pharmacy branch at Main Street, Larbert.

Pharmax Ltd: The telephone number of the Bourne Road, Bexley, Kent, premises is now Crayford 526551.

The Melton Mowbray business which changed hands recently was that of **Miss E. Attenburrow, MPS,** and not as stated (last week, p786).

Mr Edward Green, MPS, has taken over sole ownership of the pharmacy of **T. Ballantyre,** 141 Garscadden Road, Glasgow G15, as from December 1.

Organon Technika, a division of Organon Laboratories Ltd, became a limited company recently, responsible for the marketing of diagnostic kits, and Pavulon. All orders should now be addressed to Organon Technika Ltd, Crown House, London Road, Morden, Surrey (01-542 4608).

Kabi Group has acquired from AB Bofors their interest in the peptide area. The Bofors group has developed some new peptides of considerable value for the diagnosis of blood clots and of various bleeding conditions. Diagnostic kits developed in cooperation with the Kabi Group, will be marketed by AB Kabi Diagnostica, a company set up by Kabi and Atomenergi.

Appointments

Société des Parfums Caron have appointed three new directors: Mrs Giovanni Agnelli, Baroness Edmond de Rothschild and Alain Elkann.

MoDo Consumer Products Ltd: Mr J. Swain has been appointed product manager responsible for Daffodil toilet tissue and kitchen towels.

Kimberly-Clark: Keith Burton has joined the company as a product project manager assuming responsibility for toilet tissue as well as other special projects.

International Chemical Co Ltd have appointed Mr Peter R. Tomlinson, formerly southern region key account manager, southern regional sales manager.

Smith & Hill (Chemists) Ltd: Mr Friend White, manager of the Doncaster branch of Smith & Hill (Chemists) Ltd, has recently been appointed a director of the company.

Dymo Retail Systems Division has appointed Philip Lewis as marketing planning manager in the UK. His responsibilities will include pricing, distribution and promotional activities.

Smith & Nephew Pharmaceuticals Ltd have appointed James Lunn product manager responsible for contact lens accessories and certain ethical products, and Graham Edwards marketing services executive.

Mr Marc Lavedrine, who has been with Servier Laboratories in France for a number of years, has been appointed managing director of **Servier Ltd** and **Fontarel Ltd** in Great Britain. Mr Brian Noakes retains his position of marketing director of Fontarel Ltd.

Office of Health Economics: Miss Sara Gulland (Mrs Scott) has relinquished her post as executive assistant to the OHE director for family reasons. Her principal administrative duties have been taken over by a new member of OHE staff, Mr Harry Armfield, who will also act as an economic research assistant in the Office.

ICI pharmaceuticals division: Mr Norman Wood has been appointed finance director and chief accountant from February 1, 1976. Since 1972 Mr Wood has been deputy chief accountant and manager of accounts department at ICI agricultural division. Before that he worked for pharmaceuticals division as an assistant chief accountant.

Bristol-Myers Co Ltd: Mr G. Palmer-Moore, director of marketing, assumes total responsibility for UK consumer sales. Mr G. Beddall, marketing manager, becomes responsible for all retail marketing activities, including deodorants and Clairol hair products. Mr L. Boothright joins as general sales manager retail products to spearhead sales expansion plans. Clairol salon products division has been separated from retail products and is headed by Mr G. Searle, divisional manager, salon, previously sales manager. Mr K. Cox, formerly planning manager, becomes marketing services manager, and Miss Susan Hart continues to extend her responsibilities as Clairol creative manager, providing a creative-fashion service to both divisions.

Market News

Demand well maintained

London, December 9: Demand for most pharmaceutical chemicals appears to be well maintained; stocks of the more important items are by no means large and could soon be depleted if influenza becomes prevalent this winter. In the case of galenicals the stock position is less critical following a series of mild, epidemic-free winters. Prices of most pharmaceutical chemicals have been fairly stable over the past half-year or so but there are signs that a number will be adjusted upwards early in the new year if not before. Paraffins must soon reflect the higher oil prices.

Among crude drugs a number were raised to compensate for the falling £1 which continues to record "all-time lows". Dearer were benzoin, cherry bark, valerian root and lemon peel. Lower were aloes, Canada balsam, cascara and hydrastis.

Most essential oils were offered at the previous week's levels. There were changes in cedarwood and lemongrass. The current unrest in Indonesia may have been a factor in holders of Java citronella pushing up their prices although buyers were content to hold off.

Crude drugs

Agar: Spanish-Portuguese £4.95 kg spot.
Aloes: Cape £0.96 kg spot; £0.95, cif. Curacao £1.45 spot; £1.35, cif.
Belladonna: (metric ton) Herb £460 spot. Leaves £800, cif. Root £750 spot nominal.
Balsams: (kg) **Canada:** £14.50 spot; £14.15, cif. for shipment. **Copaiba:** BPC £1.65 spot; £1.60, cif. **Peru:** £4.50 spot; £4.20, cif. **Tolu:** £3.20 spot.
Benzoin: BP £63.00-£67.00 cwt; £57.00-£62.00, cif.
Buchu: Rounds £2.50 kg spot; £2.40, cif.
Camphor: Natural powder, £5.50 kg duty paid.
Cardamoms: (per lb cif), Alleppy green No 1 £1.50, prime seeds £1.60.
Cascara: £880 metric ton spot; £650, cif.
Cherry bark: Spot £530 metric ton; £520, cif. £3.65, cif; synthetic £0.98, cif for 98 per cent.
Hydrastis £7.60 spot; £7.40, cif.
Ipecacuanha: (kg) Costa Rica £3.50 spot; £3.40, cif. Matto Gross spot nominal £5.30; £5.15, cif. Colombian £5.30; £5.15, cif.
Jalap: Mexican basis 15 per cent no spot; £1.33 kg, cif; whole tubers £1.48, cif 9-11%.
Kola nuts: £195 metric ton spot; £185, cif.
Lanolin: 1,000-kg lots BP grades from £955; cosmetic £1,025; technical £910.
Lemon peel: Unextracted £910 metric ton spot; £900, cif.
Menthol: (kg) Brazilian spot and shipment £9.90, cif. Chinese £10.10 duty paid; shipment £9.80, cif.
Quillaia: £1,200 metric ton spot; £1,130, cif.
Valerian: Indian root £630 metric ton spot; £610, cif.

Essential and expressed oils

Almond: Sweet in drum-lots £1.20 kg.
Cedarwood: Chinese £0.95 kg spot; £0.81, cif.
Citronella: Ceylon £1.30 kg spot; £1.07, cif. Java $1.35-$1.40, cif.
Lemongrass: Spot £4.00 kg; shipment not quoted.
Olive: Spot ex wharf, Spanish £1,150 per metric ton in 200-kg drums; Mediterranean origin £1,140.
Sandalwood: Mysore £32.00 spot; £28.00, cif.
Sassafras: Chinese £1.65 kg spot; £1.60, cif. Brazilian £1.60; £1.50, cif.
Spearmint: American £3.50; Chinese £7.40.
Thyme: Red 68/70% £10.80-£11.50 kg as to quality.

The prices given are those obtained by importers or manufacturers for bulk quantities and do not include value added tax. They represent the last quoted or accepted prices as we go to press.

Pharmaceutical chemicals

Acetarsol: 50-kg lots £9.33 kg.
Acetic acid: 4-ton lots, per metric ton delivered—BPC glacial £212.50; 99.5 per cent £201.50; 80 per cent grade pure, £188; technical £174.50.
Acetomenaphthone: 100-kg lots, £0.64½ kg.
Acetone: £217 per metric ton.
Amylobarbitone: Less than 100-kg lots £6.76 kg; sodium £7.87.
Ascorbic acid: £7.20 kg; 5-kg £6.20 kg; sodium ascorbate, plus 9p, silicone-coated, plus 13p kg.
Aspirin: 10-ton lots £0.97 kg; 1-ton £1.03.
Bromides: Crystal £ per metric ton

	Under 50-kg	50-kg Under 50-kg	1,000-kg 50-kg	1,000-kg
Ammonium		1,040	885	830
Potassium*		960	810	775
Sodium		940	796	761

* Powder plus £40 kg
Brucine: Sulphate £45.00 kg.
Butabarbitone: 50-kg lots £8.79 kg; sodium £9.67.
Butobarbitone: Less than 100 kg £8.38.
Caffeine: Anhydrous £3.30 kg in 100-kg lots; citrate £2.40 kg (50-kg lots).
Calciferol: £450-£550 kg.
Calcium carbonate: BP light £108 metric ton; 10-ton lots £100 ton.
Calcium pantothenate: £5.50 kg.
Choline: (500-kg lots) bitartrate £1.99 kg; dihydrogen citrate £1.50.
Cinchocaine: Base (5-kg lots) £55.75 kg; hydrochloride £52.75.
Clioquinol: USPXII, 500-kg lots, £11.06 kg.
Cocaine: Alkaloid £396 kg; hydrochloride £361. Subject to Misuse of Drugs Regulations.
Colchicine: £0.90-£1.00 per g.
Cortisone: Acetate £295-380 kg.
Cyclobarbitone: Calcium £8.39 kg in 25-kg lots.
Dapsone: £4.00-£6.00 per kg.
Dexamethasone: From £3.50 to £3.80 per g.
Dextromethorphan: £105 per kg in 5-kg lots.
Digoxin: £2.85 per g.
Dimidium bromide: 5-g lots £3.20 g.
Ephedrine: Alkaloid £18.70 kg in 25-kg lots; hydrochloride £15.85; sulphate £17.40.
Fentichlor: Technical grade £2.18 kg.
Homatropine: Hydrobromide £56.00 kg; methyl bromide £58.00 kg.
Hydrocortisone: Acetate and base £295-£385 kg.
Iodine: Resublimed in 250-kg lots £4.01½ kg.
Mestranol: £120 kg.
Methyl salicylate: £0.78 kg for 5-ton lots; £0.81 for 1-ton.
Methyltestosterone: £220-£330 per kg.
Metol: Photo grade per kg, 50-kg lots £5.23; 250-kg £5.06½.
Narcotine: Alkaloid and hydrochloride in 25-kg lots £18.20 kg.
Neomycin sulphate: £40.00-£46.00 kg.
Nicotinamide: £4.35 kg; 50-kg lots £2.80 kg.
Nicotinic acid: £2.80 kg (50-kg lots).
Norethynodrel: £190-£230 kg.
Oestradiol benzoate: £600-£750 per kg.
Paraffins: Liquid BP heavy £1.329 gal; light BPC £1.197—for 1 to 5 drum lots; technical white oils WA23, £1.104, WA21, £1.058. Petroleum jelly BP soft white £250.20 ton; yellow from £190 to £240.60.
Penicillin: Potassium, sodium or procaine, sterile, £17.00-£19.00 per 1,000 Mu.
Pentobarbitone: Less than 100-kg £10.93 kg; sodium £11.82.
Phenobarbitone: In 50-kg lots £8.10 kg; sodium £8.86.
Phenylphrine hydrochloride: £62-£70.00 kg as to quantity.
Phosphoric acid: BP sg 1.750, £0.4373 kg in 10-drum lots.
Pyridoxine: £13.75 kg; £12.75 kg in 5-g lots.
Quinalbarbitone: Base and sodium, 25-kg lots £10.34 kg.
Quinidine: In 25-kg lots £125 per kg.
Quinine: In 25-kg lots, per kg—alkaloid £89.55; bisulphate £75.30; dihydrochloride £88.50; hydrochloride £85.55; sulphate £84.55.
Riboflavine: £21.50 kg; 5-kg lots £20.50 kg.
Salicylic acid: BP, 5-ton lots £0.89 kg; 1-ton £0.92.
Sodium pantothenate: £8.00 kg.
Sorbitol: Powder £398.50 metric ton; syrup £200
Stilboestrol: BP in 25-kg lots £86 kg.
Streptomycin: £20.00 kg base, dihyrostreptomycin £21.00 kg base.
Strychnine: Alkaloid £65.00 kg; sulphate £45.00.
Succinylsulphathiazole: £50-kg £4.34 kg.
Sulphacetamide sodium: BP £6.51 kg for 50 kg.
Sulphamethizole: BP 250-kg lots £5.33 kg.
suphaquinoxaline: BVetC in 50-kg drums, £7.35 kg; sodium salt £7.98.
Terpineol: BPC in 50-kg lots £0.82 kg.
Testosterone: £200-£300 kg; propionate £230-£330.
Tetracycline hydrochloride: £12-£13 per kg.
Theophylline: Hydrate and anhydrous £3.41 kg in 100-kg lots. Theophylline ethylenediamine £3.36 kg under 50-kg lots.
Thiamine hydrochloride: Per kg £11.75; 5-kg £10.75; 25-kg £10.25.
L-Thyroxine: £1.25 per kg.
L-Tri-iodothyronine sodium: £2.50 per g.
Tonquin beans: Angostina £0.98 kg spot; £0.90, cif.
Vitamin A: Acetate powder, 500,000 iu per g £9.00 kg for 5-kg lots. Palmitate oil one miu p g £9.00 kg for 5-kg.
Vitamin D: Powder for tableting 850,000 iu per g £25.00 kg; £24.00 for 5-kg lots.
Vitamin E: (per kg in 5-kg lots), pure oil £11.00.
Zinc chloride: Granular 96.98 per cent £385 metric ton, delivered.

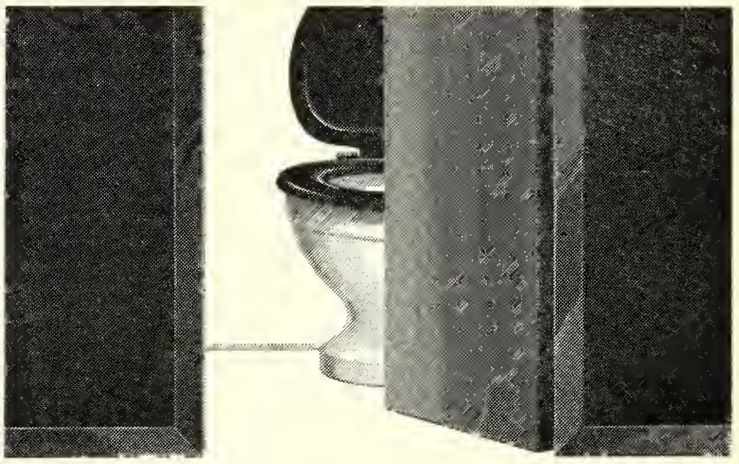
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